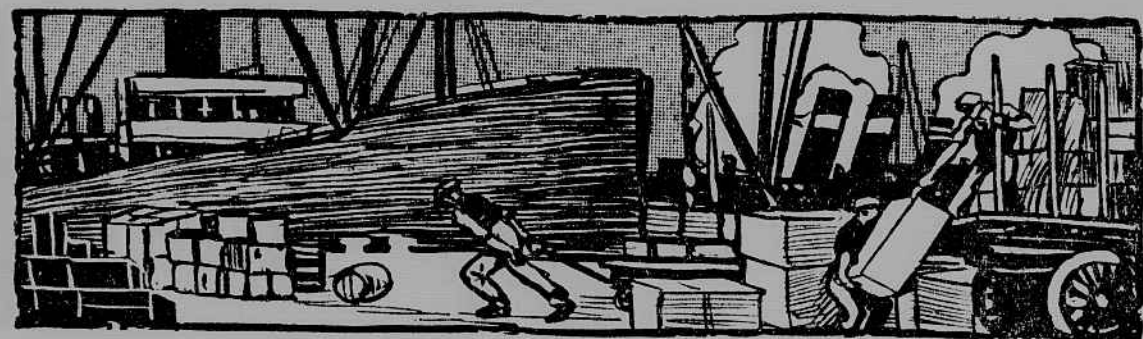


TRAINING THE SHORE ARM OF OUR
MERCHANT NAVY PERFECTS TRADE CHAIN

Few Natives at Present Qualified to Handle Problem of Great Fleet Now Building

By Natalie McCloskey



port captains and mercantile specialists.

When demobilization takes place at the close of the war the United States will be the largest owner of steamships among nations, with an overseas trade to every part of the world. The expansion of our production, to meet war needs, will supply a surplus of ships for export. America will have the ships, and there will doubtless be a strong demand for raw materials

and finished products from the devastated countries of Europe.

But to make the most of these commercial factors, and to develop fully such opportunity, trained men at the ports are as necessary as trained men on the bridges. It will, however, be impossible to provide for more than a small part of our fleet from among the small number of Americans who at present have the proper knowledge and training to fit them for these

mercantile shore positions which our vastly increased shipping after the war will entail.

The Present Need Is Trained Men

The present situation in the shipping trade, as outlined by representatives of several companies, supplies evidence of the need for training. The personnel of many offices has suffered considerably through the entry of men into the army and navy, and the difficulties experienced in replacing men who have entered the service are reported as great. The business is relatively minor jobs, has not proved satisfactory.

"It will be necessary," Mr. Brittain asserts, "to get the people of the country, or at least those in each community who are natural leaders and who in all democracies guide public opinion, saturated with the idea that something more than ships, their officers and crews and the mighty highways of the ocean are required to make the United States a great maritime nation. Also, it is absolutely necessary that we begin at once the work of systematically equipping a body of men capable of successfully conducting the commercial affairs involved in the operation of the large number of shipping concerns which will be required to manage the mercantile fleet of the United States at the conclusion of hostilities and after the armed forces of the country have been returned."

"If this is not done our shipping will perform have recourse to young Britons, Swedes, Norwegians and Danes—as those along in anything like sufficient numbers. To this end the experience to qualify. To this end it seems to me that excellent material is at hand in the thousands of young men from all parts of the country who have had college or high school education, and who have entered the navy for the duration of the war. Many of these young men, when demobilized, will be at a loss to know what to do. If we can give them adequate training while in service such men will be equipped to fill technical positions waiting for them when we enter upon our great foreign trade."

She Must Find Cargo Where It Is

Tramp steamers perform 70 per cent of the international carrying trade. This is largely due to the fact that but few ports of the world have a large trade made up of a wide variety of articles to be shipped in fairly even quantities throughout the year. In the vast majority of the many hundred ports upon the world ocean the bulk of the commerce is limited to a very small variety of articles, often a single article, and that again is often shipped during only a part of the year—most likely a raw product, cheap and heavy, which must be carried at a low rate as possible. North America sends across the Atlantic more than twice as many tons of freight as Europe sends back; China and Japan import more than twice as much in bulk as they export; and the Dutch East Indies, the west coast of South America and the Pacific coast of the United States all export more than they import. As a consequence, the tramp steamer cannot expect to secure cargo both ways and run regularly back and forth on the same route. She must, to be profitable, pass over the route in the direction of the heaviest freight movement. The world's freight, of course, cannot be carried without sending vessels to places where there is no return cargo, but the fewer the voyages of this character the greater the profit. Lacking cargo, the ship must take ballast, but rather than do this the tramp vessel can afford to carry bulk cargo, not only cheaply, and so it happens that coal and other products are carried as ballast substitutes at or even less than the cost of running the ship. Again, there is the question of fueling; because a ship, if she coaled in sufficient quantity to take her a great distance, would have little room left over for cargo, she loads with small quantities of fuel, which she procures at coaling stations along her route, according to the relative costs of coal at these ports.

As a typical example of the course taken by the ordinary tramp steamer, that of a British vessel leaving Emden, Germany, with cargo, on November 13, 1911, and returning to Cardiff, Wales, on February 9, 1912, is of interest. During the two years and three months of its trip the tramp stopped at nine ports to coal and at fourteen to load or discharge cargo. This does not include various ports on the Java coast, which she went around loading sugar, during one month; nor ports on the India coast, coal trading, during six months. From five of the fourteen

Schools Teaching Young Naval Men for After-the-War Positions on American Shipping

ports she was forced to leave in ballast.

Wherever freight is offering this type of ship may go; for rice to Rangoon, for jute to Calcutta or for sugar to Java. A certain region ships its products at a particular time only; California wheat is ready to ship at a different season from that of the Argentine Republic or India; the corn of the Mississippi Valley is ready to ship later than the wheat from the same region; there is a cotton season and a nitrate season, the latter being determined by the great demand for nitrate in the spring planting time of the Northern Hemisphere.

Such factors, as well as the prolonged and often indefinite period a ship is away from a home port, and the conditions which make the loading and unloading of the tramp an entirely different matter from the same processes on a coastwise ship, render necessary specially equipped officials to plan for such exigencies—and it is because we have, as previously stated, an entirely insufficient number of such officials that Mr. Brittain urged the adoption of these courses in the principles of merchant marine administration and operation which will hereafter be a part of the curriculum of the New York University and the College of the City of New York.

What Instruction Will Consist Of

These courses will probably be given two nights a week at the university and two at the college, and some arrangement will doubtless be made by which the Naval Reserve boys stationed at Pelham Bay and other places near by can attend the classes.

Mr. Brittain, whose qualifications, in addition to practical experience both here and in England, include on the academic side degrees of B.A. M.A., LL.B., J.D. and B.C.S., will conduct these courses, which will include instruction in the following subjects:

I.—The American merchant marine, its history, present condition and future.

II.—The government relation to shipping, including the laws affecting ships, government bodies dealing with them, government ownership, and such agencies as the coast survey, marine hospitals, etc.

III.—The physical features of ships.

IV.—Types of cargo carriers.

V.—Rates, traffic agreements and differentials.

VI.—Ship operation, including ship papers, lading, docking, fuel stations, trade routes and navigation.

VII.—Admiralty law, international law affecting ships and law of carriers.

VIII.—Ship and freight brokerage.

IX.—Marine underwriting.

With such instruction, plus the foundation of his previous school and office training, and his sea experience gained while in service, a man will be fully equipped to step into responsible positions in the shipping offices which will spring up on lower Broadway and State Street. Each office will need from five to fifty men, and though no one can hope to make an immediate jump into the chair of a company president, he stands an excellent chance of landing there in good season, with such practical as well as theoretical knowledge of the commercial part of sea trading.

Men Will Also Be Trained at Sea

In addition to this course which will be given for those men who are stationed on shore or in the harbor, thus making it possible for them to avail themselves of such opportunity, a similar curriculum of training will be provided for men at sea, through a correspondence and library method. At all our large ports, both here and abroad, namely, on the Atlantic coast, at Portland, Boston, New York, Norfolk, Charleston, Savannah, Jacksonville, Pensacola, New Orleans and Galveston; on the Pacific, at San Francisco, Los Angeles, Seattle, Tacoma and Portland; in France, at Brest, St. Nazaire, La Rochelle, Bordeaux and Marseilles; in England, at Portsmouth, Plymouth, Liverpool, in Wales, at Cardiff, and in Scotland, at Glasgow, on the Clyde, books on maritime subjects and sea trading will be provided. There a man when he makes port can draw a book from these improvised libraries, probably in Y. M. C. A. stations, take it with him on his next trip, and deposit it at the first port he reaches after he has finished reading it. These books will be checked up as in our branch library system and the man given credit for his reading. When he has finished the course he will be required to take a written examination.

With much laborious research Mr. Brittain compiled during his leisure time a comprehensive bibliography of maritime literature, 16,000 copies of which have been printed by the American Steamship Association and circulated among the crews of American vessels, with the idea of fostering an interest in the sea.

BROOKLYN ADVERTISEMENTS

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ABRAHAM AND STRAUS
BROOKLYN

Private Subway Entrance Hoyt Street. Store Opens 9 A. M. Closes 5 P. M.—Saturdays, 12

A Remarkable Purchase of Upholstered Furniture Offers Savings of 25 to 33%

A Fitting Climax to a Very Successful Sale

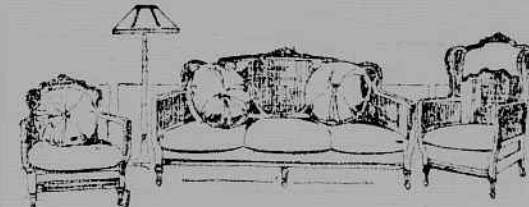
A well known manufacturer found himself in a position whereby it was necessary for him to dispense with the entire sample stock of his New York show room, which stock consisted of about 250 pieces of Upholstered Furniture.

We got these samples, every one of them, and we got them at a concession which permits us to sell

\$15,000 Worth of Beautiful Upholstered Furniture

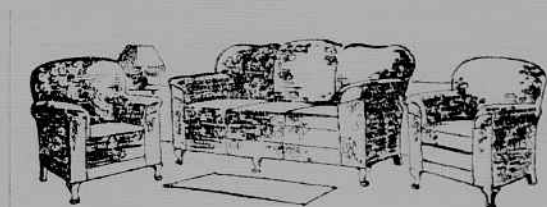
at prices that mean substantial savings. We have conservatively stated 25% to 33%. In some instances the prices are exactly one-half those which they would have been regularly.

There are odd chairs, two-piece suites and three-piece suites in both overstuffed and cane designs in a wide variety of coverings, including velour, tapestry and damask. They are all new designs splendidly upholstered.

One of the Finest Assorted Groups of the Kind We Have Ever Offered—
Only One Piece or Suite of a Kind

Regularly \$225.00, Monday at \$150.00

Three-piece Suite of Queen Anne design, covered in a splendid heavy tapestry, the cushions are spring filled over the best spring edge upholstery on webbing. The top carries graceful shaping, as do the bottom rails. The Wing Chair is a very large, effective piece.



Regularly \$250.00, Monday at \$175.00

A fine English two-piece Suite, made very soft, both pieces being large. The arms have a semi-pillow shape, the backs are thick and soft, with graceful top line. The cushions are spring filled over the finest spring edge upholstery; covering is a beautiful all wool tapestry.

Regularly \$250.00, Monday at \$175.00

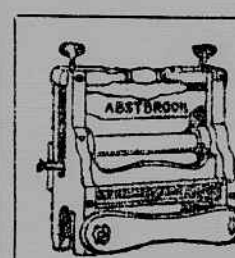
A Louis XVI. Suite, the frames of birch, finished antique mahogany, upholstered in blue velour. The Sofa has two sunburst pillows and the Arm Chair one, while the large Wing Chair has a fringed valance of the same material.

Regularly \$250.00, Monday at \$175.00

A splendid new three-piece Suite, made with the new mushroom arm effect. The cushions are spring filled over fine spring edged upholstery on webbing. The Suite carries a fine, comfortable Rocker, and while the cushions are not the extremely large size this type sometimes follows, are very soft.

Economies in Needed Housewares
Difficult to Duplicate Later

This is an event we recommend to all housekeepers to whom economy is welcome. It brings many things that are needed daily in the house, at great savings. It is important to note that the quantities are limited and in nearly all cases cannot be duplicated. Deliveries will be made during the week.



"Abstbrook"

Wringers, \$5.98
Regularly \$7.98

Ball-bearing, with enclosed gears. Model has reversible water board, and can be used on either set or round tubs.

Wire Goods

Jar Racks, for use in boiler for preserving, 69c., from 85c.
Single Jar Holders, 10c., from 14c.
Jar Lifters, for lifting hot jars, 10c., from 14c.
Rotary Flour Sifters, 15c., from 19c.
Rotary Flour Sifters, 24c., from 34c.
Meat Racks (to prevent scorching), 14c., from 17c.
Cake Coolers, 17c., from 23c.
Strainers, assorted styles, 8c., from 9c. to 15c.

Leader Wall Dryers, 59c., from 79c.
Folding Step Stairs, \$1.69, from \$1.98.
Cabbage Cutters, 49c., from 59c.
Corn Sifters, 19c., from 24c.
Vegetable Cutters, 19c., from 24c.
Potato Slicers, 13c., from 16c.
Potato Mashers, 15c., from 19c.
Rolling Pins, 19c., from 22c.
Round Bread Boards, 25c., from 32c.
Knife Cleaning Boxes, 33c., from 39c.

Seven Items in Sundries

Scouring Bricks, 3 for 10c., from 5c. each.
Bestene Cleanser, 3 for 10c., from 5c. each.
Flozone Disinfectant, 17c., from 25c.
Grenell's Furniture Oil, 19c., from 25c.
20-Mule Team Borax, 2 for 23c., from 14c. each.
Borax Chips, 2 for 17c., from 10c. each.

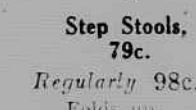
Toilet Paper

12 Rolls at 45c.
Regly 5c. a Roll

A special purchase, made many months ago, enables us to offer this regular 5c. roll of tissues at this great saving.

Miscellaneous Items

Ice Picks, 14c., from 17c.
Salad Fork and Spoon, 89c., from \$1.12.
Genuine Horn Spoons, 8c., from 10c.
Lemon Holders, 10c., from 15c.
Jelly Strainers, 49c., from 59c.
Paring Knives, 2 for 15c., from 10c. each.
Grape Fruit Knives, 22c., from 29c.
Kitchen Knives, 19c., from 25c.
Jelly Strainers, 29c., from 39c.
Dustless Clothes Line Reels, 24c., from 32c.
Hardwood Toothpicks, 2 boxes for 5c. from 10c.
Folding Ironing Boards, \$1.24, from \$1.50.
Covered Sleeve Boards, 24c., from 34c.
Round Maple Chopping Bowls
Small, 19c., from 24c. Medium, 39c., from 54c. Large 49c., from 64c.



Step Stools, 79c.
Regularly 98c.
Folds up.

GREAT MONDAY BARGAINS IN BRIEF

Straw Boudoir Slippers, 79c. Pair.
Stamped Centerpieces, 39c., Regularly 55c.
Gallons and Insertions, 33c. to 49c. yard.
Lace and Scrim Curtains, 89c. Pair Were \$1.55 to \$1.95.
Navy Blue Dress Serge, \$3.49 yard.
Men's Fall Raincoats, \$9.85.
Men's Tan Shoes for Fall, \$4.95 Pair.
Men's Pajamas, \$1.79.
Black Dress Satin, \$1.69 yard, from \$1.98.
100-Piece Dinner Sets, \$17.50, Regularly \$22.98.
Men's Cotton Socks, 19c. Pair, Athletic Underwear, 59c.
Fall Sale of Rugs, Carpets, Linoleums.
Wee Girls' Silk Coats, \$7.50. Were \$14.98 to \$19.98.
A. & S. Mineral Oil, 49c. per 59c. can.

Cotton Messaline, 69c. yard, from 79c.
A. & S. Special Corsets, \$1.19.
Women's Dark Serge and Poplin Skirts, \$9.75 to \$16.50.
Reduction Sale of Lingerie and Silk Petticoats.
Women's Brown Kidskin Pumps, \$2.95, from \$6.50.
Wash Dresses for School Girls of 6 to 14, \$1.59.
Corduroy School Suits for 7 to 18 year old boys, \$8.95.
Sale of Dainty Blouses, \$1.39.
Closing out 80 Women's Summer Suits, \$7.50 each.
Women's Fall Hats of Velvet, \$4.45.
Women's All-Wool Sweaters, \$8.46 to \$13.96.
4 1/2 inch Moire Ribbon, 29c. Yard.
Upholstered Furniture at 25 to 33 Per Cent Savings.
Women's Summer Voile Dresses, \$2.95.
Women's Cotton Undervests, 15c.

Watch for the Very Important TUESDAY BARGAINS

Which Are NOT ADVERTISED, but May Be Recognized by Special Signs Displayed in Various Departments Throughout the Store.

BROOKLYN ADVERTISEMENTS

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Fulton Street
Bond Street
Frederick Loeser & Co. Inc.
Livingston St.
Elm Place
BROOKLYN - NEW YORK

STORE CLOSING AT 5 P. M.—SATURDAYS AT NOON

Choicest Oriental Rugs—A Sale

At Less Than Today's Cost Price to Us

THIS SALE BRINGS OUT THE TREASURES of our warerooms, the fine specimens which we have held for a period in some cases antedating the war—and the prices on them are not more, often less, than those we ourselves now have to pay!

A Fine Group of Chinese Rugs

Size	8x10 ft.	8x12 ft.	9x12 ft.	10x12 ft.	10x13 ft.	10x14 ft.	11x14 ft.	12x14 ft.
Price	\$115 to \$145	\$145 to \$195	\$195 to \$245	\$245 to \$350	\$350 to \$450	\$450 to \$595		

Also more than 100 small Chinese Rugs, in sizes ranging from 2x3 ft. to 4x7 ft., at prices strikingly low.

Baluchistan Hearth Rugs

128 beautiful, silky specimens. In the hearth sizes that insure them a popularity which makes early choosing desirable. The range of prices is as follows:

\$19—\$26—\$36—\$42—\$49

Japanese Jute Oriental

175 only of these Rugs which simulate so closely veritable antique Orientals—and almost compete in long wear.

Size	8x10 ft.	8x12 ft.	9x12 ft.	10x12 ft.	10x13 ft.	10x14 ft.	11x14 ft.	12x14 ft.
Price	\$44.50	\$32	\$46.75	\$52.75	\$52.75	\$52.75	\$52.75	\$52.75

30x60 in. up to 4x7 ft. \$5.25 to \$11.25

Third Floor.

3,000 Pairs Lace Curtains

at 20% to 50% Under Today's Values

ON HUNDREDS OF PAIRS prices are 20% to 50% below today's; in a fine clearance, hundreds more of odd pairs are half or less of their ordinary cost. This is but the barest outline of the sale:

Odd Pairs Lace Curtains at Half or Less

Nottingham, Scrim, Marquisette, Irish Point, Lacet Arabian, Colored Muslin and Marie Antoinette Curtains.	At 69c.	98c.	\$1.50	\$1.98	\$2.98	\$3.98	\$4.98
Regularly \$1.50	\$2	\$3	\$4	\$6	\$8	\$8	\$10

Scrim and Marquisette Curtains

In white and ecru; sixty different styles.
\$1.15 pair, values to \$1.50
\$2.35 pair, values to \$3.25
\$1.75 pair, values to \$2.75 pair, values to \$4

Irish Point Lace Curtains

All white; fifteen handsome patterns.
\$2.98 pair, values to \$5
\$4.50 pair, values to \$7

Marie Antoinette Curtains

White and ecru; 45 patterns; over 500 pairs.
\$2.75 pair, values to \$4
\$4.75 pair, values to \$6.75
\$3.65 pair, values to \$5
\$5.50 pair, values to \$8

1,000 Pairs Nottingham Lace Curtains at Half or Nearly Half Price

\$1.75 and \$2 values at.....	98c
\$2 and \$2.25 values at.....	\$1.19
\$2.25 and \$3 values at.....	\$1.65
\$4 and \$4.50 values at.....	\$2.50
\$4.50 and \$5 values at.....	\$2.98
\$7 and \$8 values at.....	\$3.98

Third Floor.

Men's Summer Clothing—Final Reductions

Men's Summer Suits, \$19.50 and \$23.50

Cheviots and cassimeres of good quality. Suits that will easily grade up to \$30. A fair selection in all sizes, although ranges are now broken.

Hot-Weather Suits, \$10 and \$12.75

Palm Beach and Kool Kloth Suits mainly, tailored as well as Suits of stouter fabrics, and grading up to \$17.50 and \$20. Sizes include stouts.

500 Pairs of Worsted Trousers, \$3.95

Suitable for wear with any dark coat. You may find, when you examine your Suits, that Trousers are on the point of wearing. These will save you such Suits for further wear.

Men's Store, Main Floor, Elm Place.

The August Sale of FURS

Prices Discounting Those of Winter

PLANNED MONTHS AGO, taking advantage of the quiet time in the trade after the determination of the Fur fashions, there are many specially low prices, so low that we cannot hope to duplicate them later, and it will be equally improbable that anyone else can—on this season's Furs.

Skunk Muffs, \$25

Barrel and canteen shapes.

Skunk Scarfs, \$30

Animal shape, lined with crepe meteor, trimmed with head, tail and paws.

Skunk Muffs, \$30

Lined with crepe meteor with tulle; barrel shape.

Skunk Scarfs, \$35, \$45

Large animal shape; wide shoulder style.

Skunk Sets, \$115

Choice skins; canteen shape Muff, animal and shaped Scarf.

Skunk Sets, \$125

Large canteen shaped Muff; several styles in Scarfs and Capes.

Hudson Seal Muffs, \$15

Barrel and canteen shapes.

Hudson Seal Coats, \$150 to \$475

From 30 inches long to 48 inches. Plain and with contrasting fur collar and cuffs lined with handsome silks.

Caracul Coats, \$225 to \$325

Plain and with skunk collar and cuffs; lined with rich brocades.

Mole Coats, \$375

Genuine Scotch mole, 32 inches long, lined with soft brocades.

Fur Repairs

Any alterations or necessary repairs should be done now—and while the special low rates still prevail. Orders should be left before September 15th to get the advantage of the reduced rates.

Fur Store, Second Floor, Bond and Fulton Streets.